



285 Broad Street Hartford, CT 06115  
Phone: 860-527-6161 Fax: 860-520-6576

SALES ADJUSTMENT FORM

DATE: 11/6/2012

SALESPERSON: Johannesson

AGENCY: Mentzer Media Services

ADVERTISER: L. McMahon / Republican / Senate

PRODUCT: Linda McMahon 4 Sen

AGENCY/ADVERTISER#: \_\_\_\_\_

INVOICE#: TC 1200369 GROSS \$: \$75-  
INVOICE DATE: 10/28/12 AGENCY COMM: \$11.25  
DEBIT/CREDIT: CREDIT NET \$: \$63.75  
REASON(S):

- |   |   |
|---|---|
| <input type="checkbox"/> Wrong Rate             | <input type="checkbox"/> Poor Rotation                |
| <input type="checkbox"/> Wrong Copy             | <input type="checkbox"/> Sales Failed to Cancel       |
| <input type="checkbox"/> Extra Spots            | <input type="checkbox"/> Traffic Failed to Cancel     |
| <input type="checkbox"/> Makegood Unacceptable  | <input type="checkbox"/> Order Written Wrong          |
| <input type="checkbox"/> Ran Out of Time Period | <input checked="" type="checkbox"/> Other Explanation |

REASON FOR ADJUSTMENT (Specify Dates & Times)

Partial LOR  
Line 67 4-spots aired 4:43:34pm 10/5/12 Booked at \$300-  
LOR \$225. Rebate \$75-

General Manager: \_\_\_\_\_

Controller: \_\_\_\_\_

Director of Sales: \_\_\_\_\_

National Sales Manager: \_\_\_\_\_

Local Sales Manager: \_\_\_\_\_

Traffic Manager: \_\_\_\_\_

Date Entered Into System: \_\_\_\_\_



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### SALES ADJUSTMENT FORM

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SALESPERSON: Johannessen

AGENCY: Mentzer

ADVERTISER: L McMahon / Republican / Senate

PRODUCT: Linda McMahon 4 Sen

AGENCY/ADVERTISER#: \_\_\_\_\_

INVOICE#: TC 12100367

GROSS \$: \$75-

INVOICE DATE: 10/28/12

AGENCY COMM: 11.25

DEBIT/CREDIT: CREDIT

NET \$: \$63.75

REASON(S):

- ☐ Wrong Rate
- ☐ Wrong Copy
- ☐ Extra Spots
- ☐ Makegood Unacceptable
- ☐ Ran Out of Time Period

- ☐ Poor Rotation
- ☐ Sales Failed to Cancel
- ☐ Traffic Failed to Cancel
- ☐ Order Written Wrong
- ☒ Other Explanation

REASON FOR ADJUSTMENT (Specify Dates & Times)

Political LUR  
Line 12 4-5pm 4:38:22pm 10/22 @300. LUR \$225  
Refute \$75-

General Manager: \_\_\_\_\_

Controller: \_\_\_\_\_

Director of Sales: \_\_\_\_\_

National Sales Manager: \_\_\_\_\_

Local Sales Manager: \_\_\_\_\_

Traffic Manager: \_\_\_\_\_

Date Entered Into System: \_\_\_\_\_



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DATE: 11/6/2012

SALESPERSON: Johannessen

AGENCY: Mentzer

ADVERTISER: McMahon/Republican/Senate

PRODUCT: Linda McMahon 4 Sen

AGENCY/ADVERTISER#: \_\_\_\_\_

INVOICE#: TC12100366 GROSS \$: \$300-

INVOICE DATE: 10/28/12 AGENCY COMM: \$45-

DEBIT/CREDIT: CREDIT NET \$: \$255-

REASON(S):

- |   |   |
|---|---|
| <input type="checkbox"/> Wrong Rate             | <input type="checkbox"/> Poor Rotation                |
| <input type="checkbox"/> Wrong Copy             | <input type="checkbox"/> Sales Failed to Cancel       |
| <input type="checkbox"/> Extra Spots            | <input type="checkbox"/> Traffic Failed to Cancel     |
| <input type="checkbox"/> Makegood Unacceptable  | <input type="checkbox"/> Order Written Wrong          |
| <input type="checkbox"/> Ran Out of Time Period | <input checked="" type="checkbox"/> Other Explanation |

REASON FOR ADJUSTMENT (Specify Dates & Times)

Rebutted LOR. Line 5 booked @ \$300. LOR \$225  
4x 10/24 @ 4:57:35p, 10/23 @ 4:22:49p,  
10/25 @ 4:39:09p, 10/26 @ 4:41:00p  
Rebutte \$300

General Manager: \_\_\_\_\_

Controller: \_\_\_\_\_

Director of Sales: \_\_\_\_\_

National Sales Manager: \_\_\_\_\_

Local Sales Manager: \_\_\_\_\_

Traffic Manager: \_\_\_\_\_

Date Entered Into System: \_\_\_\_\_



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### SALES ADJUSTMENT FORM

DATE: 11/6/2012

SALESPERSON: Johannessen

AGENCY: Mentzer

ADVERTISER: McMahon/Republican/Senate

PRODUCT: Linda McMahon 4 Sec

AGENCY/ADVERTISER#: \_\_\_\_\_

INVOICE#: TC 12100375 GROSS \$: 5675

INVOICE DATE: 10/28/12 AGENCY COMM: \$851.25

DEBIT/CREDIT: Credit NET \$: 4823.75

REASON(S):

- |   |   |
|---|---|
| <input type="checkbox"/> Wrong Rate             | <input type="checkbox"/> Poor Rotation                |
| <input type="checkbox"/> Wrong Copy             | <input type="checkbox"/> Sales Failed to Cancel       |
| <input type="checkbox"/> Extra Spots            | <input type="checkbox"/> Traffic Failed to Cancel     |
| <input type="checkbox"/> Makegood Unacceptable  | <input type="checkbox"/> Order Written Wrong          |
| <input type="checkbox"/> Ran Out of Time Period | <input checked="" type="checkbox"/> Other Explanation |

REASON FOR ADJUSTMENT (Specify Dates & Times)

Political work. See attached for dates & times  
Line 17 3x @ \$2,000 LUR \$1,800  
Line 19 2x @ \$900 LUR \$800  
Line 53 6x @ \$3,800 LUR \$3,000  
Line 72 1x @ \$300 LUR \$225

General Manager: \_\_\_\_\_

Controller: \_\_\_\_\_

Director of Sales: \_\_\_\_\_

National Sales Manager: \_\_\_\_\_

Local Sales Manager: \_\_\_\_\_

Traffic Manager: \_\_\_\_\_

Date Entered Into System: \_\_\_\_\_